

# THE MIAMI-DADE GLOBAL TRADER

## Message from the ITC Chair:



On behalf of the Mayor, the Chairperson and the Board of County Commissioners, residents, and members of the international trade community, welcome to the Jay Malina International Trade Consortium's (ITC) newsletter, the Miami-Dade Global Trader.

The mission of the ITC is to promote two way international trade through Miami-Dade County. In addition to its skilled multilingual and multicultural human resources Miami-Dade counts on state-of-the-art infrastructure to support global trade through Miami International Airport (MIA) and the Dante B. Fasel Port of Miami. Our communications infrastructure, international banking community, and professionals facilitate trade related activities to meet the demands of the global business environment.

Welcome to the ITC your one-stop-center for all your international trade needs.

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## CENTRAL AMERICANS PRESIDENTS VISIT MIAMI

The presidents of Honduras, Hon. Ricardo Maduro; Nicaragua, Hon. Enrique Bolaños; and, Guatemala, Hon. Oscar Berger, began a tour of American cities to help promote the Central American Free Trade Agreement (DR-CAFTA). On Monday, May 9th the Central American presidents joined the Governor of Florida, Hon. Jeb Bush; Miami-Dade County Mayor, Hon. Carlos Alvarez; Mayor of the City of Miami, Hon. Manny Diaz; Miami-Dade Commissioners, Hon. Jose "Pepe" Diaz, Chair of the ITC, Hon. Dorrin Rolle; and other distinguished guests at the Port of Miami. They discussed the benefits of the trade agreement and urged the U.S. Congress to approve the legislation.

The Central American nations together with the Dominican Republic would become Florida's largest trading partner with a total trade value of more than \$20 billion. Governor Bush explained that DR-CAFTA would bring more than 36,000 jobs to Florida.

According to the U.S. Chamber, there are several reasons why the DR-CAFTA is in the economic, foreign policy and national interest of the U.S.

◆ DR-CAFTA support American jobs

◆ The agreement levels the playing field for U.S. workers

◆ Farmers will get a big boost from DR-CAFTA

◆ Beyond tariff cuts, DR-CAFTA will give U.S. companies and workers new opportunities in the region

◆ DR-CAFTA is a helping hand for our friends, allies and neighbors

In addition to Presidents Maduro, Berger and Bolaños, touring the states to garner support, there will also be the presidents of Costa Rica, Hon. Abel Pacheco; El Salvador, Hon. Elias Antonio Sacasa; Guatemala, Hon. Oscar Berger; and Dominican Republic, Hon. Leonel Fernandez.

The U.S., the five Central American countries and the Dominican Republic have all signed the free trade agreement. However it has only been ratified by Guatemala, Honduras and El Salvador.

Source: U.S. Chamber



From left to right, Miami-Dade Commissioner Jose "Pepe" Diaz, Mayor of Miami, Hon. Manny Diaz, President of Honduras, Hon. Ricardo Maduro, Miami-Dade Mayor, Hon. Carlos Alvarez, President of Guatemala, Hon. Oscar Berger, President of Nicaragua, Hon. Enrique Bolaños, Joe Perez Jones from Seaboard Marine and at the podium, the Governor



From left to right, Miami-Dade Commissioner Hon. Dorrin Rolle, Hon. Jose "Pepe" Diaz; Mayor of Miami, Hon. Manny Diaz; Miami-Dade Mayor, Hon. Carlos Alvarez; President of Honduras, Hon. Ricardo Maduro; President of Nicaragua, Hon. Enrique Bolaños; the Governor of Florida, Hon. Jeb Bush; Joe Perez Jones from Seaboard Marine and at the podium, President of Guatemala, Hon. Oscar Berger

## South Florida's DR-CAFTA Trading Partners

Rank	Country	2004 Trade Value	% Change
# 2	Dominican Republic	\$ 4.0 billion	- 2.98%
# 4	Costa Rica	\$ 3.4 billion	- 5.26%
# 5	Honduras	\$ 3.3 billion	4.04%
# 8	Guatemala	\$ 2.2 billion	5.00%
# 9	El Salvador	\$ 1.8 billion	- 3.24%
# 26	Nicaragua	\$ 637 million	22.09%



From left to right, Gary Goldfarb from Miami Free Zone, Commissioner Jose "Pepe" Diaz, Mr. Zhang Jun from TEDA, Vice Mayor Pete Cabrera from Doral, Ralph Gazitua from Miami Free Zone, Ms. Maria Tavel from U.S. Customs & Border Protection, Mr. Jay Ziv from Miami Free Zone and Mr. Wenjin Xu from TEDA

## TIANJIN'S DELEGATION VISITS MIAMI-DADE COUNTY

Tianjin's Economic Development Association (TEDA) recently visited Miami to pursue major distribution facilities for Chinese goods, by using Miami-Dade facilities such as the Seaport, Miami International Airport and the Miami Free Zone. This visit was the result from a previous Miami-Dade mission to Asia where county officials signed a letter of intent to establish business ties with the city of Tianjin, China.

Commissioner Jose "Pepe" Diaz, Chair of the Jay Malina International Trade Consortium (ITC), joined by representatives from various organizations wel-

comed the delegation during a special breakfast at the Biltmore Hotel on April 18th.

The Tianjin's delegation which included: Mr. Zhang Jun, Miss Christina Ma, Mr. Li Lu Ming, and Miss Wang Ling met with local business professionals and continued their visit with a tour of the Miami Free Zone.

At the Miami Free Zone a press conference was held where the delegation expressed their interest in seeking facilities where they could distribute their goods to Latin America and the Caribbean.

Tianjin is China's third largest city and is a major commercial and industrial center as well as the biggest port and largest free trade zone in north China. In 2004, Tianjin exports to the United States totaled \$8.5 billion while the imports from the United States accounted for \$1.7 billion.

## DOMINICAN REPUBLIC TRADE MISSION TO MIAMI-DADE

The DR International Business Alliance recently visited South Florida from April 20-28, 2005. There were over 22 companies and over 40 participants. Mission participants also attended the Hemispheric Congress of Latin Chambers of Commerce (CAMACOL) where they participated in the business match-making. The businesses ranged from health care, beauty aid to software and technology.

ITC assisted in coordinating activities for the participants including a dinner hosted by the Dominican American Chamber

of Commerce where Commissioner Jose "Pepe" Diaz, Chair of ITC, presented to the members of the delegation with Distinguished Visitor Certificates.

In addition, the Dominican delegation had a meeting with Santo Domingo Sister Cities Honorary Chair, Hon. Commissioner Rebecca Sosa, who was accompanied by Commissioners Hon. Barbara Carey-Schuler and the Hon. Dorrin Rolle.

Commissioner Sosa welcomed the trade mission delegates to Miami-Dade County and com-

mended Mr. Sanchez-Noble, mission leader and member of the International Business Alliance and Mr. Calderon, President of Codopyme, for their efforts in organizing the trade mission. The three commissioners also thanked the delegation for their hospitality last August, when a Miami-Dade delegation visited Haiti and Dominican Republic on a Mission of Hope to bring disaster relief after the hurricanes.



The delegates from the Dominican Republic together with Commissioner Barbara Carey-Schuler, Commissioner Dorrin Rolle and Commissioner Rebecca Sosa, Honorary Chair of the Sister Cities Santo Domingo, Dominican Republic

## THIRD-PARTY MISSIONS/ITC ACTIVITIES

### THIRD -PARTY MISSIONS

The ITC certified three third-party missions. These were:

- ◆ 1. Greater Miami Chamber of Commerce – Outgoing mission to Brazil (under the Americas Linkage 2005 program) – May 2-6, 2005
- ◆ 2. Florida Foreign Trade Association – Incoming mission from the Dominican Republic – April 10-14, 2005
- ◆ Dominican American Chamber of Commerce of Florida – Incoming mission from the Dominican Republic – April 27, 2005

### END OF MISSION REPORT

ITC received an end of the mission report from the Colombian American Chamber of Commerce for their incoming mission from Pereira, Colombia, which took place Jan. 18-22, 2005. ITC certified the third-party mission and the reported results were:

- ◆ 10 leads were reported out of 16 business appointments
- ◆ Results were \$10,000 in immediate sales and an additional \$ 100,000 in expected sales over the next 12 months

### ACTIVITIES

- ◆ The ITC participated and sponsored: Ninth Symposium of the Americas at the Radisson Miami on April 11-13th. Commissioner Diaz, delivered the opening remarks.
- ◆ ITC sponsored and participated in "Free Trade with Central America & Dominican Republic" seminar held on April 15th.
- ◆ ITC participated, made matchmaking appts. and assisted in protocol at XXVI Hemispheric Congress (CAMACOL) on April 27-30th at the Sheraton Mart



From left to right, Commissioner Dorrin Rolle, Mr. Luis Sanchez-Noble, Commissioner Rebecca Sosa and Commissioner Barbara Carey-Schuler

## MIAMI-DADE DELEGATION RETURNS FROM TRADE MISSION TO EAST AFRICA

The Jay Malina International Trade Consortium (ITC) conducted a business development mission to Kenya and Uganda from April 3-9. The 12-member delegation was led by Miguel Southwell from Miami International Airport.

During the first leg of the mission in Nairobi, Kenya, [April 3 - 7], the delegation met with some government dignitaries including:

- ▶ Hon. Dr. Mukhisa Kituyi, M.P., Minister of Trade and Industry
- ▶ Hon. Dr. Chris Murungaru, M.P., Minister for Transport
- ▶ Hon. Morris Dzoro, M.P., Minister for Tourism and Information
- ▶ Mr. George Muhoho, Managing Director Kenya Airports Authority
- ▶ Mr. David Githere, President Kenya National Chamber of Commerce and Industry

More than 100 persons attended the one-to-one business meeting and seminar. The Ministry of Trade and Industry, Kenya's National Chamber of Commerce and Industry and Kenya Tourism Board hosted events for the delegation.

gation.

The mission continued to Kampala, Uganda [April 7-9] where the delegation met with some dignitaries and organizations such as:

- ♦ Hon. Daudi Migereko, M.P., Minister of Tourism, Trade & Industry
- ♦ Hon. Prof. Semakula Kiwanuka, Minister of State for Finance Planning & Economic Development
- ♦ Hon. Nathan Nabeta Igeme, Minister of State for Trade
- ♦ Ambassador Jimmy Kolker, Embassy of the United States, Kampala, Uganda
- ♦ Mrs. Olive Kigongo, President Uganda Chamber of Commerce and Industry

Uganda Civil Aviation Authority, Uganda Coffee Trade Federation, etc... The Uganda National Chamber of Commerce and Industry UNCCI] and Ambassador Jimmy Kolker hosted events for the delegation.

The mission was a success. All participants stated that they realized their objectives. Govern-

ment officials in Kenya and Uganda talked about the possibility of air service development between Miami-

Dade County and East Africa. A proposal to establish a Kenyan Trade/Tourism office in Miami-Dade County is to be strongly considered by the Ministry of Tourism and Kenya Trade Board. Reciprocal trade missions from Kenya & Uganda to Miami-Dade County are to occur within a year.

While no immediate or on-site sales were reported, participants completed surveys which indicated: 1. An average of 25 appointments per participant were held. 2. Approximately, \$18.75 million in expected sales in the next 12 months. 3. Estimated dollar value of letters of intents/MOUs/contracts/joint venture agreements = over \$35 million.



**Miami-Dade County Business Delegation pose with Hon. Dr. Chris Murungaru, M.P. Minister for Transport (middle with red tie) from Kenya**



**Miguel Southwell presents a gift to Hon. Daudi Migereko, M.P., Minister for Tourism, Trade & Industry at the Minister's office in Uganda**

## Sister Cities Activities

**June 6-13:**



Visit from Asti, Italy

Headed by the President of the Province of Asti, Italy, Dr. Roberto Marmo. The delegation will

include councilmen from the Province, wine producers, restaurateurs, artisan candy maker and culinary school staff. The purpose of the mission is to promote their products in the U.S. and Latin America. The school and the restaurants

would like to establish a student and chef exchange program. The trip is sponsored by the Italian Consulate, the Italian American Chamber of Commerce, Bankers Club and Trattoria Sole.

**September 13-16:**

Miami Dade's First Annual Sister Cities Travel & Tourism Symposium

The Symposium will provide an insightful review of security, cultural tourism, service & attitude, protocol and strategic partnerships. It is being sponsored by the Miami-Dade, Miami and Miami Beach Sister Cities

Program. For more information please call Mayda Rescendi at 305-375-5808 or at mresc@miamidade.gov.

**October 26-28:**

1st Hemispheric Protocol Conference

■ ■ ■ The First Hemispheric Protocol Conference will be held at the Intercontinental Hotel in Miami. It will address protocol practices in the private and governmental entities at the federal, state and local levels. For further information or if you wish to participate in the panels, please contact Mayda Rescendi at 305-375-5280 or mresc@miamidade.gov.





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We're on the Web!  
<http://www.MiamiDade.gov/ITC>



## "Miami-Dade County's Official Agency for International Trade..."

### ITC Programs

#### Incoming Trade Missions:

As the premier support center of the County's global trade efforts, the International Trade Consortium provides in-coming trade missions with valuable information about trade resources and opportunities.

#### Outgoing Trade Missions:

#### **Air Cargo and Route Development Missions**

The International Trade Consortium and Miami International Airport (MIA) collaborate on a program designed to encourage new direct air service into Miami International Airport to stimulate passenger and cargo traffic.

#### **Third-Party Outgoing Missions:**

The International Trade Consortium supports missions organized by third-parties that promote Florida-traded products. Missions with strategic significance may be certified by the International Trade Consortium as an official Miami-Dade County mission.

#### The Caribbean Trade Initiative (CTI) Program

In recognition of the proximity and tremendous trade relationship among the CBI nations and Miami-Dade County, the International Trade Consortium established the Caribbean Trade Initiative program to increase two-way merchandise trade between Miami-Dade County and the Caribbean., promote the resources and services offered through the International Trade Consortium to the general Caribbean business community, promote greater interaction with the Caribbean business community through networking and matchmaking.

## UPCOMING EVENTS

May 23-24:  
**AMERICAS LINKAGE MISSION TO MANAGUA, NICARAGUA**

by Greater Miami Chamber of Commerce and American Airlines  
Contact: Marina Foglia  
Tel: (305) 577-5464  
[mfoglia@greatermiami.com](mailto:mfoglia@greatermiami.com)

May 24-26:  
**AFIA 8th ANNUAL CONFERENCE**

The conference serves as a forum to discuss and debate current market trends and transactions structures in the Americas  
Contact: Belkis B. Lopez  
Tel: 305-433-8213  
[blopez@lbevents.net](mailto:blopez@lbevents.net)  
[www.afia-forfaiting.org](http://www.afia-forfaiting.org)

June 2-26:  
**XX INTERNATIONAL THEATRE FESTIVAL**  
[www.TeatroAvante.com](http://www.TeatroAvante.com)

Jun.3-5:  
**OAS BUSINESS ROUNDTABLE**

The Inter-American Economic Council is organizing the Fourth Business Roundtable during the OAS General Assembly Meeting. Key issues to be discussed include Trade, Investment, Finance, Hi-Technology, Health Care and business strategies in Latin America.  
Trump International Sonesta Beach Resort  
18001 Collins Avenue  
Sunny Isles  
Contact: Ramon Zertuche  
Tel: 202-548-0400

Fax: 202-548-0427  
[iaec@inter-american.org](mailto:iaec@inter-american.org)  
[www.inter-american.org](http://www.inter-american.org)

June 10-19:  
**BRAZILIAN FILM FESTIVAL**  
[www.BrazilianFilmFestival.com](http://www.BrazilianFilmFestival.com)

June 15-18:  
**AFRICANDO 2005**  
Hyatt Regency Miami  
400 SE 2nd Ave.  
Contact: 202-331-1333  
Fax: 202-331-8547  
[comments@democracy-africa.org](mailto:comments@democracy-africa.org)  
[www.democracy-africa.org](http://www.democracy-africa.org)

June 16-17:  
**8TH ANNUAL PRIVATE POWER IN CENTRAL AMERICA**  
Conrad Hotel, Miami  
Contact: Evelyn Castoires  
Tel: [1] (781) 860-6100  
Fax: [1] (781) 860-6101  
[registration@platts.com](mailto:registration@platts.com)  
[www.platts.com](http://www.platts.com)

Jun.18 - Jun19:  
**5th ANNUAL REAL ESTATE EXPO**

Miami Beach  
Real Estate Expo is the only global consumer Real Estate show. It provides a forum where qualified Real Estate Buyers/ Investors meet, learn and plan their real estate purchases. Expo attendees are serious real estate buyers and realtors looking for real estate opportunities - and are prepared to make buying decisions.  
Contact: Paolo Sadri  
Tel: 305-531-4663

Fax: 305-532-5330  
[info@realestateexpo.us](mailto:info@realestateexpo.us)  
[www.realestateexpo.us](http://www.realestateexpo.us)

June 21-23:  
**11th ANNUAL INTER-AMERICAN CONFERENCE OF MAYORS**  
Radisson Hotel Downtown  
Contact: Institute for Public Management -FIU  
Tel: 305-348-1271  
Fax: 305-348-1273  
[lagierc@fiu.edu](mailto:lagierc@fiu.edu)  
[www.fiu.edu/~ipmcs](http://www.fiu.edu/~ipmcs)

June 22-24:  
**SECURE PORT 2005 - Western Hemisphere Port Security Conference & Trade Exhibition**  
Hyatt Regency Hotel - Miami  
Contact: Raymond Barberesi  
Tel: (561) 333-3767  
Fax: (561) 795-6521  
[barberesi@mtscorporation.com](mailto:barberesi@mtscorporation.com)  
[www.secureport2005.com](http://www.secureport2005.com)

Please note that dates are subject to change.  
To announce upcoming events please call  
(305) 375-1660.